



ORIGINAL
DO NOT REMOVE
FROM FILE

Contract No.: 462-9479

Agreement to Supply: WATER METER READING SERVICES

This agreement, made and entered into this the _____ day of _____, 2006, is by and between the CITY OF FORT LAUDERDALE, a Florida municipality, City Hall, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, hereinafter called the "City" and

Name of CONTRACTOR: Bermex, Inc.

Address: 3722 Groesbeck Highway, Suite A City: Clinton Township State: MI Zip: 48036

A Corporation ☒ A Partnership ☐ An Individual ☐ Other: _____

authorized to do business in the State of Florida, hereinafter called the "Company" or "Contractor." Witnesseth that: Whereas, the City did advertise and issue a Request for Proposal (RFP) for supplying the requirements of the City for the items and/or service listed above for a period of one (1) year with three (3), one (1) year extension options and the Contractor submitted a proposal that was accepted and approved by the City.

Formal authorization of this contract was adopted by the City Commission on: July 6, 2006 Pur-8

Now, therefore, for and in consideration of the premises and the mutual covenants herein contained, the parties covenant and agree as follows:

1. The Company agrees to sell to the City and the City agrees to buy from the Company, during the period beginning 10/01/06 and ending 09/30/07 for the requirements listed above and according to the following specifications, terms, covenants and conditions:

a. The Request for Proposal containing General Conditions, Special Conditions, Specifications, addenda, if any, and other attachments forming a part of RFP Number 462-9479 and the Contractor's proposal in response, form a part of this contract and by reference are made a part hereof.

b. In construing the rights and obligations between the parties, the order of priority in cases of conflict between the documents shall be as follows:

- 1) This contract Form G-110, Rev. 12/00
- 2) The City's RFP and all addenda thereto
- 3) Contractor's proposal in response to the City's RFP

c. **Warranty:** The Company by executing this contract embodying the terms herein warrants that the product and/or service that is supplied to the City shall remain fully in accord with the specifications and be of the highest quality. In the event any product and/or service as supplied to the City is found to be defective or does not conform to specifications the City reserves the right to cancel that order upon written notice to the Contractor and to adjust billing accordingly.

d. **Cancellation:** The City may cancel this contract upon notice in writing should the Contractor fail to reasonably perform the service of furnishing the products and/or services as specified herein upon 30 days written notice. This applies to all items of goods or services.

e. **Taxes Exempt:** State Sales (#16-03-196479-54C) and Federal Excise (#59-600319) Taxes are normally exempt, however, certain transactions are taxable. Consult your tax practitioner for guidance where necessary.

f. **Invoicing:** Contractor will forward all invoices in duplicate for payment to the following: Finance Department, 100 N. Andrews Avenue, 6th Floor, Fort Lauderdale, FL 33301. If discount, other than prompt payment terms applies, such discount MUST appear on the invoice.

ORIGINAL
DO NOT REMOVE
FROM FILE

2. Contract Special Conditions: The following special conditions are made a part of and modify the standard provisions contained in this contract Form G-110.

3. Contract Summary:

a. Attachments:

Bermex, Inc.'s response to the RFP and a copy of the RFP document.

b. Payment Terms: Per RFP

c. Delivery: Per RFP

d. Insurance: Yes ☒ No ☐

e. Bid Bond/Letter of Credit: Yes ☒ No ☐

f. Procurement Specialist's Initials: DN

4. Contractor's Phone Numbers: Office: 586-461-2051

Mobile:

5. Contractor's Fax Number: 586-461-2054

6. Contractor's E-Mail Address: hmello@bermexinc.com

Website:

City of Fort Lauderdale


By:


Director of Procurement Services (City Manager's Designee)

Auth: Sec. 2-180(8) of Code and Procurement Memo No. 04-03

Date:

9/18/06


Assistant City Attorney (approved as to form)

Date:

9/1/6

Contractor/Vendor

HENRY G. MELLO

Name of Company Officer (please type or print)

By:



Authorized Officer's Signature

Title:

PRESIDENT

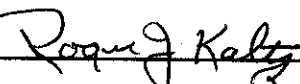
Date:

12-SEP-06

ROGER J. KALTZ

Secretary (please type or print)

Attest:



Signature of Secretary

Vendor Response Form
PROPOSAL SIGNATURE PAGE

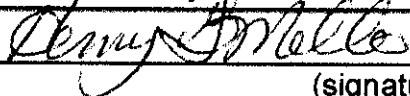
**CONTRACT
COPY**

TO: The CITY of Fort Lauderdale, FL

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the RFP. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this proposal.

Please Note: If responding to this solicitation through RFP Depot, the electronic version of the bid response will prevail, unless a paper version is clearly marked **by the bidder** in some manner to indicate that it will supplant the electronic version.

Proposal submitted by:


(signature) (date)

Name (printed): Henry G. Mello

Title: President

Company: (Legal Registration):

Bermex, Inc.

**(CONTRACTOR, IF FOREIGN CORPORATION, SHALL BE REQUIRED TO OBTAIN A
CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH
FLORIDA STATUE §607.1501 (visit <http://www.dos.state.fl.us/doc/>**

Address: 37244 Groesbeck Highway Suite A

CITY: Clinton Township

State: Michigan

Zip: 336

48036

Telephone No.: 586-461-2051 X203

FAX No.: 586-461-2054

E-MAIL: h.mello@bermexinc.com

Does your firm qualify for MBE or WBE status in accordance with Section 1.08 of General Conditions?

MBE ☐ WBE ☐

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in his proposal:

Addendum No.

Date Issued

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of RFP, attachments or proposal pages. No variations or exceptions by the Proposer will be deemed to be part of the proposal submitted unless such variation or exception is listed and contained within the proposal documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your proposal complies with the full scope of this RFP.

Variances:

N/A

Please enter your password below and click Save to save your response.

Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

Note: To take exception - 1) Click Save. 2) Create a Word document detailing your exceptions. 3) Upload exceptions as an attachment to your offer on RFP Depot's system.

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username Henry Mello

Please enter your password below and click Save to save your response.

Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

Note: To take exception - 1) Click Save. 2) Create a Word document detailing your exceptions. 3) Upload exceptions as an attachment to your offer on RFP Depot's system.

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username Henry Mello

Password *

* Required fields

PROPOSAL PAGES PART I COST PROPOSAL

If submitting the response electronically, use the pricing matrix in RFP Depot. If submitting by hard copy, use this pricing matrix.

The Proposer shall indicate the charge per meter read and GPS marking performed.

The City estimates that 56,760 meters will be read per month for an annual reading of 681,120 meters.

The City estimates that 500 GPS marks will be made per month for an annual estimate of 6,000 marks.

1.	<u>Estimated Annual Reads</u>	<u>Cost per Read</u>	<u>Total Annual Cost</u>
	681,120	\$0.59	\$401,860.80
2.	<u>Estimated Annual GPS "marks"</u>	<u>Cost per GPS "mark"</u>	<u>Total Annual Cost</u>
	6,000	\$0.59	\$3540.00
GRAND TOTAL			\$405,400.80

(The grand total will be used in calculating the cost points discussed in Part V(e) above.)

1	Tab 1. Letter of Interest / Cover Letter
2	Tab 2. Narrative
3	Tab 3. Professional Licenses and Certificates; Insurance
4	Tab 4. Company Profile
5	Tab 5. Joint Venture
6	Tab 6. Disputes, Litigation and Defaults
7	Tab 7. Qualifications / Experience
8	Tab 8. References
9	Tab 9. Staff
10	Tab 10. Questions and Addendums



May 17, 2006

To: The City of Fort Lauderdale Evaluation Committee
RE: Water Meter Reading Services RFP 2006

Dear Committee members:

Bermex, Inc. started to provide Water Meter Reading Services on 01-Oct-94 and completed that contract and its three-one year extensions on 30-Sep-00. The next contract awarded to Bermex, Inc. started on 01-Oct-00, that contract and its three-one year extensions will be fulfilled on 30-Sep-06. We are pleased to be included as a potential contractor for this 2006 RFP. If awarded the contract Bermex, Inc. will continue to be fully committed to performing the services outlined by the City of Fort Lauderdale.

Over the past twelve-year period our staff and the staff at the City of Fort Lauderdale have developed a professional relationship that has benefited both the City and Bermex. Our open lines of communication have helped to identify concerns and the subsequent corrective actions that provide outstanding service to the residents of Fort Lauderdale. Bermex personnel have gained the knowledge of the system to perform ongoing operations in an efficient and orderly manner. Our knowledge of your system makes us uniquely qualified to continue as your contract meter-reading source.

Again thank you for your consideration in Bermex, Inc. and we look forward to a continuing partnership if awarded this contract.

Best regards,

Henry G. Mello
President
Bermex, Inc.
37244 Groesbeck Hwy. Suite A
Clinton Township, Michigan 48036
Phone 568346132051 X 203
Fax 586.461.2054
Mobile 586.260.9704
E-Mail hmello@bermexinc.com

Copy: File

NARRATIVE

Bermex, Inc. reads 625,000 water meters per month (7,500,000 annually) in 10 cities across the eastern half of the United States, plus Fort Worth, Texas. All meters read by Bermex, Inc. are located in pits outside homes or businesses. Locations include but are not limited to front yards, backyards, alley ways, sidewalks, and streets. Reads are done manually, via touch pads, and as walk by radio reads. As you can see we have a complete understanding and extensive experience in the reading municipal and investor owned water meters.

The City of Fort Lauderdale presents requirements that Bermex, Inc. has knowledge of due to our long term relationship. These requirements include such things as;

- Since 911 the routes in Port Everglades have required special identification for access to read them.
- There are compound meters that require a remote reading device that is shared by the City and Bermex, Inc. and dictates special scheduling by our personnel to ensure availability for all personnel.
- Areas that flood during the rainy season and the extraordinary scheduling that is needed to get the reads.
- Events scheduled along the beach routes have a need for workforce flexibility to obtain the reads outside of the normal schedule.
- Co-ordination with other City contractors or staff that, for instance, move water meters or do other needed utility infrastructure work and the scheduling of meter reading around these situations.
- We have also set up daily face to face communications with the personnel at the City to allow us to pick up hand-held computers and the daily rechecks required.

The proximity of our office allows our supervision to keep in contact with staff that is out in the field. Bermex, Inc. evaluates its meter reading staff twice per year. These evaluations are done with information from our computer based OPERATIONS MANAGEMENT SYSTEM that tracks daily attendance, route completion, errors, meters read per hour and total route completion time. The City provides us with reporting that has specific time stamp information for each meter read. This allows us to track personnel on their daily routine and see where areas of help are needed. We also employ periodic random field audits to ensure the reader is in uniform, they are at the route assigned, and they are paying attention to the special needs that may be addressed as comments in the handheld. These audits allow us to continue our training efforts and to provide necessary counseling where needed. Also noted where practical is any direct contact the reader has had with customers and their demeanor with those customers.

Bermex Managers and Supervisors in every office hold scheduled safety meetings covering such subjects as driving safety, weather awareness and safety, animal safety, slips and falls, as well as health and fitness. In addition, safety information is communicated through written hand-outs, Safety Team meetings, and postings within the office. Bermex management performs a review of driver's licenses every six months.

TRAINING

Bermex is in a unique position to provide trained meter reading and field services personnel. Using an internally developed training program Bermex will be responsible for the on-going training of our employees.

Trainees' complete classroom and field training in which several instructional methods are utilized; audio and video training, hands-on instruction, and question and answer sessions. Trainee performance undergoes intense scrutiny and appropriate comments are relayed back to the trainee.

Included is an orientation to Bermex as a company, our role as a contractor, personnel policies, and the general company philosophies. Bermex also includes instruction in safety procedures, rules and regulations, and customer service relations. At the completion of classroom instruction, successful trainees proceed into field training. Bermex solicits comments and provides feedback to the employee. Continuous evaluation of the employee is undertaken. This procedure allows corrective action to be immediately implemented and helps ensure that Bermex is delivering "World Class" customer service. Training materials include workbooks, VHS video on meter reading, handouts on safety and dogs, and recording read data.

Training Schedule Sample Outline

Day One

- Who is Bermex and why are we in business, explanation of company logo
- Company policy, drug training, drug/alcohol manual, collection site memo, chain of custody, background consent form, and curb stoning
- Training agreement, time sheet, vehicle responsibility (valid driver's license/registration/proof of insurance), maintenance of Company/Personal vehicles, verification of driver's license every six-(6) months

Day Two, Three and Four

- Meter reading dial training
- In-field training – trainer reads route and enters information into hand held, trainee acclimates to walking and pace to set.
- Hand-held device training
- Route structure, customer keys, meter location

Day Five

- Safety handbook, dog training/video, slip/fall/ video
- Testing\feedback\retraining via written examinations
- Testing\feedback\retraining via computerized simulation
- Overview of hand-held device
- Route structure, customer keys, meter location

Day Six, Seven and Eight

- Meter reading dial training
- In-field training – trainer reads route and enters information into hand held, trainee acclimates to walking and pace to set.
- Hand-held device training
- Route structure, customer keys, meter location

Bermex, Inc. is committed to continually coaching and training all personnel, and constantly evaluates them to determine their desire and ability to perform the services required. Personnel are awarded monetary performance based incentives for behavior above set standards. In all, these programs are designed to maintain a workforce that is willing and capable of providing the services required by the contract.

ENS TRANS FROM 327-3540

FORM NO.
401-280AC 25-001

X

☐ RENEWAL

☐ TRANSFER

SEC #

32 / 327

☐ NEW

DATE BUSINESS OPENED

04/26/95

STATE OR COUNTY CERT/REG #

Business Location Address:

4306 W BROWARD BLVD A
PLANTATION 33317

Board of County Commissioners, Broward County Florida
BROWARD COUNTY OCCUPATIONAL LICENSE TAX

FOR PERIOD OCTOBER 1, 2005 THRU SEPTEMBER 30, 2006

TAX	156.50
BACK TAX	
PENALTY	37.50
T.C. FEE	25.00
TRANSFER	
TOTAL	212.50

PENALTIES IF PAID	
OCT. - 10%	NOV. - 15%
DEC. - 20%	After DEC. 31 - 25%
Plus Tax Collection Fee of up to \$25.00 Backed on Cost of License if Paid in or After November 30	

ACCOUNT NUMBER
327-6007862

BERMEX INC
FINDS GEORGE D
22500 SOUTHFIELD RD # 00
SOUTHFIELD MI 48076

THIS LICENSE MUST BE CONSPICUOUSLY DISPLAYED
TO PUBLIC VIEW AT THE LOCATION ADDRESS ABOVE.

BROWARD
FLORIDA

TYPE OF LICENSE TAX PAID
CONTRACT SERVICES
20 UNITS

BROWARD COUNTY REVENUE COLLECTOR
115 S. Andrews Avenue, Governmental Center Annex
FORT LAUDERDALE, FL 33301
www.broward.org/revenue

2005 - 2006

PAYMENT RECEIVED AS VALIDATED ABOVE

PAID 02/27/06 8701024.0001

212.50

*SEE INSTRUCTIONS ON BACK OF LAST CO

Copy

Suite 100
34505 W. Twelve Mile Rd.
PO Box 9191
Farmington Hills, Michigan 48333-9191
Telephone: (248) 489-2800



May 18, 2006

Mr. Henry G. Mello
President
Bermex, Inc.
37244 Groesbeck Hwy
Ste A
Clinton Township, MI 48035

Dear Mr. Mello:

At this time, Liberty Mutual intends to offer a continuing renewal of your insurance policies beginning June 1, 2006.

The continuance of these policies is subject to change at any time.

If you need anything else, please let me know.

Sincerely,

Sheila Griffin
Account Service Representative
Phone: 800-537-0822 ext. 354
Fax: 248-488-0413
SheilaM.Griffin@LibertyMutual.com

Certificate of Insurance

This certificate is issued as a matter of information only and confers no rights upon you the certificate holder. This certificate is not an insurance policy and does not amend, extend, or alter the coverage afforded by the policies listed below.

This is to certify that (Name and address of Insured)

BERMEX INC
 MATVEST, INC
 37244 GROESBECK HWY STE A
 CLINTON TOWNSHIP, MI 48035



is, at the issue date of this certificate, insured by the Company under the policy(ies) listed below. The insurance afforded by the listed policy(ies) is subject to all their terms, exclusions and conditions and is not altered by any requirement, term or condition of any contract or other document with respect to which this certificate may be issued.

Expiration Type	Expiration Date(s)	Policy Number(s)	Limits of Liability	
<input type="checkbox"/> Continuous* <input type="checkbox"/> Extended <input checked="" type="checkbox"/> Policy Term	07/22/2006	WC1-141-432584-015	Coverage afforded under WC law of the following states: FL, GA, MI, SC, TN, TX, VA	Employers Liability Bodily Injury By Accident \$1,000,000 Each Accident Bodily Injury By Disease \$1,000,000 Policy Limit Bodily Injury By Disease \$1,000,000 Each Person
Workers Compensation				
General Liability <input type="checkbox"/> Claims Made <input checked="" type="checkbox"/> Occurrence Retro Date	06/01/2006	TB2-141-432584-025	General Aggregate-Other than Prod/Completed Operations \$2,000,000 Products/Completed Operations Aggregate \$2,000,000 Bodily Injury and Property Damage Liability \$1,000,000 Personal and Advertising Injury \$1,000,000 Other Liability	Per Occurrence Per Person / Organization Other Liability
Automobile Liability <input checked="" type="checkbox"/> Owned <input checked="" type="checkbox"/> Non-Owned <input checked="" type="checkbox"/> Hired	06/01/2006	AS2-141-432584-035	Each Accident - Single Limit - B. I. and P. D. Combined \$1,000,000 Each Person Each Accident or Occurrence Each Accident or Occurrence	
UMBRELLA EXCESS LIABILITY	06/01/2006	TH1-141-432584-075	\$5,000,000 PER OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 PRODS/COMP OPS AGGREGATE	
C O M M E N T S	ADDITIONAL INSURED WITH RESPECTS TO GENERAL LIABILITY POLICY FORM #LG 1017: CITY OF FORT LAUDERDALE			

*If the certificate expiration date is continuous or extended term, you will be notified if coverage is terminated or reduced before the certificate expiration date. However, you will not be notified annually of the continuation of coverage.

Special Notice - Ohio: Any person who, with intent to defraud or knowing that he / she is facilitating a fraud against an insurer, submits an application or files a claim containing a false or deceptive statement is guilty of insurance fraud.

Important information to Florida policyholders and certificate holders: in the event you have any questions or need information about this certificate for any reason, please contact your local sales producer, whose name and telephone number appears in the lower left corner of this certificate. The appropriate local sales office mailing address may also be obtained by calling this number.

Notice of cancellation: (not applicable unless a number of days is entered below). Before the stated expiration date the company will not cancel or reduce the insurance afforded under the above policies until at least 30 days notice of such cancellation has been mailed to:

Office : FARMINGTON HILLS, MI Phone: 248-489-2800

Certificate Holder:

CITY OF FORT LAUDERDALE
 PURCHASING DIVISION
 100 NORTH ANDREWS AVENUE
 FORT LAUDERDALE, FL 33301

JOANNA SAFFELL

Authorized Representative

COMPANY PROFILE

Legal Name: Bermex, Inc.

Address: 37244 Groesbeck Highway
Suite A
Clinton Township, Michigan 48036

Telephone Number: 586.461.2051

Fax Number: 586.461.2054

E-mail address: hmello@bermexinc.com

Web Page address: <http://www.bermexinc.com/>

Bermex was founded in 1972 to provide inspection and repair specifications for low-income, single family dwellings in the metropolitan Detroit area.

Bermex began providing energy conservation services in 1981, with the inception of federally mandated energy conservation programs. Bermex has provided major utilities and rural electric cooperatives with all of the necessary hardware and software, tools, personnel and supervision to perform services, including: Advertising and promotion, program eligibility determination, scheduling, CIS data entry, on-site audit with the necessary explanations to the customer, computerized processing of audits, pre- and post- installation inspections, preparation of the customer bid and credit applications, staffing of toll-free hotlines to answer technical inquiries, quality assurance follow-up, complaint investigation, and all necessary record keeping and reporting.

In 1983, Bermex became the first company to provide meter reading services to a major utility. Bermex has read millions of meters for gas, electric, and water utilities, investor owned and municipal, throughout the Midwest, Northeast, South, and Southeast.

CEO\Owner Mr. Roger Kaltz
37244 Groesbeck Highway
Suite A
Clinton Township, Michigan 48036
Phone 586.461.2054 X 210

President Mr. Henry G. Mello
37244 Groesbeck Highway
Suite A
Clinton Township, Michigan 48036
Phone 586.461.2054 X 203
Email hmello@bermexinc.com

Controller Ms. Nancy German
37244 Groesbeck Highway
Suite A
Clinton Township, Michigan 48036
Phone 586.461.2054 X 206
Email ngerman@bermexinc.com

H.R. Mgr. Ms. Nancy Dixon
37244 Groesbeck Highway
Suite A
Clinton Township, Michigan 48036
Phone 586.461.2054 X 204
Email ndixon@bermexinc.com

Florida Department of State, Division of Corporations

Corporations Online

www.sunbiz.org

Public Inquiry

Foreign Profit

BERMEX, INC.

PRINCIPAL ADDRESS

37244 GROESBECK HWY.

SUITE A

CLINTON TOWNSHIP MI 48036

Changed 05/04/2004

MAILING ADDRESS

37244 GROESBECK HWY.

57244 CIRCLESBECK TWP
SUITE A
CLINTON TOWNSHIP MI 48036
Changed 05/04/2004

Document Number
F97000002091

FEI Number
383326896

Date Filed
04/21/1997

State
MI

Status
ACTIVE

Effective Date
NONE

Registered Agent

Name & Address
KALTZ, ROGER 4330 W BROWARD BLVD, STE F PLANTATION FL 33317
Name Changed: 05/16/2001
Address Changed: 03/01/2005

Officer/Director Detail

File Edit View Go Bookmarks Tools Help

of corporations. SEARCH

http://www.sunbiz.org/scripts/cordet.exe?a1=[

SECURITY
CENTER

Local

57°

Maps

Safety Practices

Texas Hold'em

Division of Corporations

Name & Address	Title
KALTZ, ROGER 37244 GROESBECK HWY., SUITE A CLINTON TOWNSHIP MI 48036	CP
MELLO, HENRY 37244 GROESBECK HWY., SUITE A CLINTON TOWNSHIP MI 48036	P

Annual Reports

Report Year	Filed Date
2004	05/04/2004
2005	03/01/2005
2006	03/06/2006

[Previous Filing](#)[Return to List](#)[Next Filing](#)

No Events

No Name History Information

Done



Inbox - Microsoft Outlook



Division of Corporations



Microsoft Word



1:27 PM

Document Images

Listed below are the images available for this filing.

03/06/2006 - ANNUAL REPORT

03/01/2005 - ANNUAL REPORT

05/04/2004 - ANNUAL REPORT

04/15/2003 - ANNUAL REPORT

03/26/2002 - ANNUAL REPORT

05/16/2001 - ANN REP/UNIFORM BUS REP

05/15/2000 - ANN REP/UNIFORM BUS REP

04/29/1999 - ANNUAL REPORT

05/13/1998 - ANNUAL REPORT

THIS IS NOT OFFICIAL RECORD; SEE DOCUMENTS IF QUESTION OR CONFLICT

Corporations Inquiry

Corporations Help

Not Applicable

DISPUTES, LITIGATION AND DEFAULTS

Defendants Julie and Darren Register of the City of Hollywood, Florida filed a lawsuit naming the City of Hollywood and Data Management Associated, allegedly claiming injury when Julie stepped out of a vehicle and onto a water meter allegedly resulting in injuries. The alleged accident occurred on 03-Jun-98 and Bermex, Inc. was joined in 2001. The case was dismissed with prejudice in May of 2004.

Defendant Peggy Moore of Bedford, Texas filed a lawsuit naming Hefco Plastics and DFW plastics, Inc. (manufacturers and sellers of water meter boxes and lids) allegedly claiming injury when Peggy stepped out of a vehicle and onto a water meter allegedly resulting in injuries. The alleged accident occurred on 02-Nov-98 and Bermex, Inc. was joined in 2001. The case was dismissed with prejudice in December of 2002.

QUALIFICATIONS / EXPERIENCE

- City of Fort Worth, Texas
 - Read 200,000 meters per month (2,400,000 annual) Contract started 01-Oct-93 and Bermex, Inc. continues to be the contract meter reader for the City.
- Cherokee Water and Sewerage, Georgia
 - Read 52,000 meters per month (624,000 annual) Contract started 01-Mar-99 and Bermex, Inc. continues to be the contract meter reader for the County.
- City of Canton, Georgia
 - Read 4,800 meters per month (57,600 annual) Contract started 01-Aug-99 and Bermex, Inc. continues to be the contract meter reader for the City.
 - Other services include cut-off, turn-on.
- City of Deerfield Beach, Florida
 - Read 12,600 meters per month (151,200 annual) Contract started 01-Feb-97 and Bermex, Inc. continues to be the contract meter reader for the City.
 - Other services include cut-off, turn-on.
- Data Management Associates (City of Hollywood, Florida)
 - Read 37,000 meters per month (444,000 annual) Contract started 01-Feb-96 and Bermex, Inc. continues to be the contract meter reader for the DMA.
- City of Marysville, Ohio
 - Read 6,200 meters per month (74,400 annual) Contract started 01-Jun-97 and Bermex, Inc. continues to be the contract meter reader for the City.
- City of Norfolk, Virginia
 - Read 72,000 meters per month (864,000 annual) Contract started 03-Nov-97 and Bermex, Inc. continues to be the contract meter reader for the City.
- City of Suffolk, Virginia
 - Read 11,200 meters per month (134,400 annual) Contract started 22-Oct-01 and Bermex, Inc. continues to be the contract meter reader for the City.

- Town of Davie, Florida
 - Read 9,000 meters per month (108,000 annual) Contract started 13-May-02 and Bermex, Inc. continues to be the contract meter reader for the City.
- Metro Water Services, Nashville
 - Perform all field cut-off and turn-on services for the City.
- Cobb County Water Authority, Georgia
 - Read 158,000 meters per month (1,896,000 annual) Contract started 01-Jul-98 and Bermex, Inc. continues to be the contract meter reader for the City.
- City of Fort Lauderdale
 - Read 60,000 meters per month (720,000 annual) Contract started 01-Oct-94 and Bermex, Inc. continues to be the contract meter reader for the City.

REFERENCES

1. SCANA – Mail Code G-30 – Columbia, South Carolina 29218 – Mr. Lester Hood
803-217-2675
2. Columbia Gas of Ohio – 200 Civic Center Drive – Columbus, Ohio – Mr. Chuck
Shafer – 614-460-6369
3. Cobb EMC – P.O. Box 369 – Marietta, Georgia – 30061 – Mr. Jim Gantt – 678-355-
3112
4. City of Norfolk – 40 Granby Street – Norfolk, Virginia 23510 – Ms. Nikki Riddick
757-664-6703
5. Cobb County Water–1772 County Services Parkway - Marietta, Georgia
30008-4012 — Mr. Brian Jett – 770-419-6274
6. City of Deerfield Beach – 200 Goolsby Blvd. – Deerfield Beach, Florida – Mr. Jim
Graham – 954-480-4402
7. City of Fort Worth – 1608 11th Ave. – Fort Worth, Texas 76102 – Mr. David Cook –
817-871-8051

STAFF

Name	Position	Hire Date
Jivan Ramlochan	Meter Reader	01-Apr-1995
Guilloux Dominique	Meter Reader	31-Mar-1997
Ciro Arrendondo	Meter Reader	03-Nov-1999
Gabriel Jean	Meter Reader	17-Feb-2004
Gary Tyner	Meter Reader	18-Oct-2004
Fernando Gomex	Lead Meter Reader	10-Jan-2005
Charles Dechiara	Meter Reader	20-Sep-2005
Rogers Schoonewolff	Meter Reader	07-Nov-2005
Juana Pena	Lead Meter Reader	0501-May-2006
Richard Lorenzo	Supervisor	12-Jun-1992

QUALIFICATIONS BRIEF RICHARD LORENZO

Bermex, Inc.

Participate in new operation start-ups for meter reading, field services, and customer service contracts which involve hiring and training personnel, purchasing uniforms and tools, establishing record keeping procedures and client relations.

Position: Supervisor - 14 years

Responsible for the daily operation of division field office. Distribute work load, supervise all meter readers, monitor meter reader production and quality (including route completion, misreads, no reads, re-reads, safety, attendance, and customer complaints), discipline employees if required, investigate and reconcile customer complaints, and compile management information reports. Perform field verifications to ensure quality of services.

Florida Power & Light

Position: Meter Reader

Obtain meter data on customer's premises in a professional and courteous manner. Daily contact with customers. Responsible for maintaining performance standards regarding misreads and skips, identify suspected meter tampering and/or irregular situations.

Florida Medical Management Consultants

Position: Computer Operator

Responsible for software installations and maintenance. Responsible for input on a Novell network of all accounts receivable and payables. Editor of quarterly company newsletter.

Hillman's Distributing

Position: Front Office Clerk

Responsible for daily inventory of all purchases invoices and data entry on IBM System 5251. Compile and distribute daily, weekly and monthly reports.

EDUCATION:

University of Houston - coursework in liberal arts and Spanish.

Massy Business College - coursework in mainframe and computer programming.

Interamerican University - coursework in general business and Spanish.

Bilingual in English and Spanish.

QUALIFICATIONS BRIEF NANCY DIXON

Bermex, Inc.

Position: Manager Human Resources - 14 years

Responsible for the design, implementation, and interpretation of company policies and procedures, including manpower planning, management development, employee relations, and wage, salary and benefits administration. Develop, design and conduct seminars to enhance employee skills, as well as coordinate employee participation at external seminars. Management of the Injury & Illness Prevention Program. Overall responsibility for administration of the Anti-Drug Program.

Member of the Project Implementation Team. Involvement in employee recruitment, screening, interviewing, and training.

Comcast Cablevision

Position: Human Resources Manager

Responsible for planning and directing the employee function, employee relations, and maintenance of all employee records for more than 300 employees in 5 systems. Responsible for employee recruitment, selection, and training; employee safety programs; and wage and salary administration. Implementation of Drug/Alcohol policy and the Employee Assistance Program. Chairperson of Safety Committee, Employee Council, and Quality Circle.

Marposs Gauges Corporation

Position: Personnel Manager

Responsible for initiation and administration of company policies for employee selection, placement, training, and wage and salary administration. Managed a fleet of 80 automobiles. Administered the Equal Opportunity Program.

Advance Mortgage Corporation

Position: Corporate Recruiter

Responsible for both exempt and non-exempt employee selection. Responsible for on campus recruiting, and the administration of the job posting function. Involved in the employee function for more than 850 employees.

Florist's Transworld Delivery Association

Position: Personnel Administrator

Responsible for maintaining employment records, including the adjustment of records to reflect changes in employee status. Responsible for the selection of non-exempt personnel. Responsible for unemployment and disability compensation.

Booz-Allen Applied Research

Position: Assistant to the Director of Engineering and Personnel Manager

Major duty involved maintaining personnel files. Held Secret Clearance.

QUALIFICATIONS BRIEF KENNETH SAXON

Bermex, Inc.

Position: Manager - District Operations – 17 years

Overall management responsibility for multi-state field operation contracts, including meter reading and field services. Recruit and hire local managers and supervisors for new operations, assist in the administration of the anti-drug program, manage operational efficiency, productivity and quality. Ensure quality relations with both the client and the customers.

Member of Project Implementation Team. Assists in initial implementation and start-up of meter reading and field service programs.

Position: Manager - Operations

Overall responsibility for numerous field service and customer service programs in the areas of credit and collections, meter reading, automatic meter reading device installations, meter service and change outs, high bill investigations, weatherization safety audits, and furnace inspections.

Responsible for supervising the overall smooth operation of the programs, as well as hiring, training, daily supervision, scheduling, quality control, complaint investigation and resolution, and customer and client relations.

Participate in new operation start-ups for meter reading, field services, and customer service contracts which involve hiring and training personnel, securing office space, purchasing uniforms and tools, establishing record keeping procedures and client relations.

Kissimmee Utility Authority

Position: Customer Field Service Representative

Responsible for field customer service activities, involving abundant utility customer contact. Coordinated meter reading servicemen schedules and activities. Responsible for customer complaint investigation, problem solving, and problem resolution.

QUALIFICATION BRIEF
NANCY A. GERMAN

Bermex Inc.

Position: Controller- 6 years

Responsible for the financial activity in the organization. Formulates and recommends policies on banking, receipt and distribution of funds, fiscal and accounting matters. Responsible for the development of standard accounting, analysis and reporting procedures, insurances, and for the exercise of over-all financial control.

JARC

Position: Accountant

Responsible for all general ledger accounting functions: analysis and reconciliation, chart of accounts and financial statement layouts. Responsible for budget preparation and performance analysis. Supervised accounts payable and corresponding activities. Conduct all accounting functions for three affiliate companies. Responsible for daily cash flow analysis.

Burger King Corporation

Position: Senior Accounting Clerk

Responsible for maintaining fix assets, prepare reconciliation schedules and depreciation accruals and conduct store inventory audits. Reconciled balance sheet accounts and submit quarterly analysis to corporate. Participated in the development, implementation and training of personnel for a new A/P, Project Tracking and Purchase Order Systems. Prepared monthly property/cost summaries for all ongoing construction projects. Assisted management with budget process. Responsible for budget, cost reporting and project maintenance and reporting for the marketing department.

Education:

Bachelor of Accountancy Degree

Associates of Science Degree - Accounting

QUALIFICATION BRIEF HENRY MELLO

Bermex

President – 6 years

Provider of various contract services to the utility industry. Business strengths: Operations management, cost reduction, employee motivation, business start-up, budgeting and planning.

Baker Electrical Products

Position: Plant Manager

Manufacturer of wire harnesses, cables and elector-mechanical sensors. Responsible for cost containment, negotiations, Just in Time inventory management skills, Total Quality Management, and team building. Responsible for the development and implementation of QS-9000\ISO-9000 procedures and work instructions relative to the materials department.

Baker Electrical Products

Position: Customer Service Manager

1987-1999

Responsible for all raw material, MRO, and capital equipment purchases. Liaison between customer materials group and Baker Electrical Products to maintain on time shipment of product. Developed procedures for purchasing to comply with QS-9000 standards. Negotiated cost savings in excess of \$1,200,000.

U.S. Manufacturing

Position: Production Control Manager

Responsible for material releasing, shipping, receiving, and stock movement in plant in environment with \$12,000,000 annual raw material purchases.

Travco Corporation

Position: Production Manager

Responsible for daily production scheduling of on assembly line producing van conversions.



CITY OF FORT LAUDERDALE

[Home](#) [Search](#) [Bids](#) [Orders](#) [Tools](#) [CRM](#)
[Help](#) [Logout](#)
[Schedule](#) [Task](#) [Note](#)

Steps for placing a bid:

- View and accept all documents in the Documents section
- Check Pre-Bid Conference date and time (if applicable)
- Review the Questions & Answers section
- Read the Addendums
- Fill out qualifications for this agency. [Click here.](#)
- **Follow the two step process for placing offers:**
 1. Click the place offer button at the bottom of this page and enter your offers
 2. On the offer page, click the next button to confirm your offers

It is important that you review the information on this page for additional steps or instructions to complete the bidding process.

[Bid Comments](#) | [Documents](#) | [Attachments](#) | [Items](#) | [Addendums](#) | [Add to Watch List](#)

BID #462-9479 - WATER METER READING SERVICES (ANNUAL CONTRACT)

Time Left **7 days, 22 hrs**Bid Started **May 9, 2006 7:45:49 AM EDT**Bid Ends **Jun 7, 2006 2:00:00 PM EDT**
 Agency Information **City of Fort Lauderdale, FL** ([view agency's bids](#)) Q & A [Overall Questions & Answers](#)
 Questions: 2

 Bid Contact [see contact information](#)

BID COMMENTS

Contract Duration **1 year**Contract Renewal **Not Applicable**Prices Good for **30 days**
 Bid Comments **PLEASE NOTE: THERE ARE THREE RENEWAL PERIODS OF 3 YEARS EACH.**

The City of Fort Lauderdale is actively seeking proposals from qualified bidders, hereinafter referred to as the Contractor, to provide water meter reading services to the Public Works Department in full accordance with the specifications, terms, and conditions contained in this Request for Proposals (RFP).

For information concerning procedures for responding to this RFP, contact Procurement Specialist II David Nash at (954) 828-7816 or dnash@fortlauderdale.gov. For information of a technical nature, contact Distribution & Collection Manager Mark Darmanin at (954) 828-7809 or mdarmanin@fortlauderdale.gov. Such contact is to be for clarification purposes only. It is preferred that all questions be submitted through the RFPDepot website. Material changes, if any, to the technical specifications or bidding procedures will only be transmitted by written addendum.

The City of Fort Lauderdale uses RFP Depot (www.rfpdepot.com) to distribute and receive bids and proposals. There is no charge to vendors/contractors to register and participate in this solicitation process, nor will any fees be charged to the awarded vendor. Refer to www.rfpdepot.com for further information.





Added on May 15, 2006:

The due and opening date shown in Part II of the RFP schedule is changed to match the

posted opening date of June 7, 2006, at 2:00 PM.

DOCUMENTS

Note: You need to view or accept all documents prior to placing an offer. To accept or view a pending document, click on the name of the document, NOT on [download]. Click on download only if you want to save the document to your computer and/or print it out.

1.  [GENERAL CONDITIONS - FORMAL](#) [download]
2.  [9479 meter reading RFP.doc](#) [download] [PDF]
3.  [NON COLLUSION STATEMENT](#) [download] Pending Acceptance
4.  [PROPOSAL SIGNATURE PAGE](#) [download] Pending Acceptance

[Bid Info](#)

ITEMS

Has Offer	Item	Title			
X	462-9479-1-01	Water Meter Reading	Info	Q&A	Place Offer
X	462-9479-1-02	Water Meter GPS Marking	Info	Q&A	Place Offer

CHANGES MADE ON MAY 15, 2006 9:20:25 AM EDT

Description/Bid Comments **(Information was added)**

Previous Q & A End Date **Jun 1, 2006 7:00:00 AM EDT** New Q & A End Date

Your bid has not been submitted yet

[Place Offer](#)

[Place "No Bid"](#)

[Home](#) [Bid Search](#) [Bids](#) [Orders](#) [Tools](#) [Privacy](#) [Cert.](#) [Logout](#)

Customer Support - vendorsupport@rfpdepot.com or 801.765.9245

Copyright © 1999-2005 - RFP Depot, LLC. All rights reserved.



[Home](#) [Search](#) [Bids](#) [Orders](#) [Tools](#) [CRM](#)

[Help](#) [Logout](#)

[Go to Bid Information](#)

[View Printable](#)

Question and Answers for Bid #462-9479 - Water Meter Reading Services (Annual Contract)

Questions & Answers for: Overall Bid

OVERALL BID QUESTIONS

Question 1

1. What is the number of stopped/stuck meters the contractor can expect to encounter monthly?
2. How does the City plan to reimburse the contractor if reread meters are proven to have been accurately read initially?
3. Approximately how many meter boxes will need to be cleaned monthly? (Submitted: May 11, 2006 5:40:41 PM EDT)

Answer

- 1. Less than .001 percent.
- 2. The City will not reimburse for rechecked accurate reads. If a reading is being rechecked, it is because it has fallen outside the normal water usage parameters of the account. Rechecks average 40-80 per day. They are part of the contract service and proposers should allow for the cost of doing them in their overall, per meter rate.
- 3. All of them. The intent is to initially clean the box and then maintain the level of the dirt below the meter so leaks will be more visible and customers will have less reason to question if the meter was read. (Answered: May 12, 2006 10:45:54 AM EDT)

Question 2

How many readers are used daily to maintain the reading schedule? The number of meters gives us an idea of the manpower needed. However, the number of route hours or readers would be even more beneficial. (Submitted: May 23, 2006 5:16:51 PM EDT)

Answer

- The current contractor is using 6-7 people to read routes and 1-2 people to perform the rechecks. The routes are varied and can take between 3 to 6 hours to complete depending on the conditions. (Answered: May 23, 2006 5:17:32 PM EDT)

[Create New Question](#)

[Home](#) [Bid Search](#) [Bids](#) [Orders](#) [Tools](#) [Privacy](#) [Cert.](#) [Logout](#)

Customer Support - vendorsupport@rfpdepot.com or 801.765.9245

Copyright © 1999-2005 - RFP Depot, LLC. All rights reserved.

THIS PAGE LEFT INTENTIONALLY BLANK